



CANNON BUILDING
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday June 3, 2010 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – May 6, 2010
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Annual Seminar Topics and Instructors
 - 3.2 Discussion Regarding CE Requirements
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: The Frederick Academy of Real Estate
 - 4.2.1.1 Course Title: Common Real Estate Problems
 - Credit Hours: 3
 - 4.2.2 Course Provider: Jack Lingo, Inc. REALTOR
 - 4.2.2.1 Course Title: Salesperson Core Course
 - Credit Hours: 3
 - 4.2.2.2 Course Title: Brokers Core Course
 - Credit Hours: 6
 - 4.2.3 Course Provider: New Castle County Board of Realtors
 - 4.2.3.1 Course Title: Delaware Broker's Course
 - Credit Hours: 99

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| 4.2.3.2 | Course Title: | Property Management and Managing Risk |
| | Credit Hours: | 6 |
| 4.2.3.3 | Course Title: | Introduction to Commercial Real Estate |
| | Credit Hours: | 6 |
| 4.2.3.4 | Course Title: | Diversity and Doing Business |
| | Credit Hours: | 6 |
| 4.2.3.5 | Course Title: | Ethics and Real Estate |
| | Credit Hours: | 6 |
| 4.2.3.6 | Course Title: | Real Estate Finance Today |
| | Credit Hours: | 6 |
| 4.2.3.7 | Course Title: | Real Estate and Taxes! What Every Agent Should Know |
| | Credit Hours: | 6 |

4.2.4 Course Provider: Delaware Association of REALTORS

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| 4.2.4.1 | Course Title: | GRI101: Planning & Developing a Real Estate Business |
| | Credit Hours: | 15 |
| 4.2.4.2 | Course Title: | The Ups and Downs of the Real Estate Market |
| | Credit Hours: | 3 |
| 4.2.4.3 | Course Title: | Silver Bullet Solutions |
| | Credit Hours: | 3 |
| 4.2.4.4 | Course Title: | Environmental Concerns for REALTORS |
| | Credit Hours: | 3 |
| 4.2.4.5 | Course Title: | Blueprint to Success |
| | Credit Hours: | 3 |
| 4.2.4.6 | Course Title: | Home Staging Ins and Outs |
| | Credit Hours: | 3 |
| 4.2.4.7 | Course Title: | Legislative Update – General Assembly |
| | Credit Hours: | 3 |
| 4.2.4.8 | Course Title: | GRI601: Everything Legal: What You Should Know |
| | Credit Hours: | 12 |

4.2.5 Course Provider: Council of Residential Specialists an affiliate of NAR

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| 4.2.5.1 | Course Title: | CRS 205 “Financing and Tax Advantages for Agents and Their Clients” |
| | Credit Hours: | 16 |
| 4.2.5.2 | Course Title: | CRS 206 “Technologies to Advance Your Business” |
| | Credit Hours: | 16 |
| 4.2.5.3 | Course Title: | CRS 204 “Creating Wealth through Residential Real Estate Investments” |
| | Credit Hours: | 16 |
| 4.2.5.4 | Course Title: | CRS 202 “Effective Buyer Sales Strategies” |
| | Credit Hours: | 16 |
| 4.2.5.5 | Course Title: | CRS 201 “Listing Strategies for the Residential Specialist” |
| | Credit Hours: | 16 |
| 4.2.5.6 | Course Title: | CRS 200 “Business Planning & Marketing for the Residential Specialist” |
| | Credit Hours: | 16 |

*4.2.6 Course Provider: Long and Foster Institute of Real Estate

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| 4.2.6.1 | Course Title: | Brokers Core Class |
| | Credit Hours: | 6 |
| 4.2.6.2 | Course Title: | Salespersons Core Class |
| | Credit Hours: | 3 |

*4.2.7 Course Provider: Association of Realtors School

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| 4.2.7.1 | Course Title: | CRS 201 – Listing Strategies |
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	Credit Hours:	15
4.2.7.2	Course Title:	Real Estate Investment
	Credit Hours:	30
4.2.7.3	Course Title:	CSP – Certified Sales Professional
	Credit Hours:	15

4.3 Review of Instructor Applications

4.3.1 Heidi Gilmore

Pre-Licensing: Real Estate Law

4.3.2 Doreen Lucas

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/DREC Property Management/Professional Enhancement: Seller Mastery/Buyer Mastery/CIS/Contracts/Listing Presentation/Camp 4-4-3, 36-12-3/Handling Upcalls/Risk Reduction/Do Not Call

Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investments/Mathematics

4.3.3 John Kerrigan

Continuing Education: Professional Enhancement: Lead/Radon/Construction/ Pest Control/Mold/Personality Typing/NLP

*4.3.4 Edward Deisher

Continuing Education: Professional Enhancement: CSP – Certified Sales Professional

4.4 Review Student Requests for Approval of Educational Activity

4.4.1 Student: Samuel Iwu

Activity Title: The FHA & VA Appraiser Training

Credit Hours Requested: 14

5.0 Correspondence

- *5.1 Review Request from SCAOR Regarding the Issuance of CE Certificates for NAR Ethics and 15 hours of CE for Licensees Completing the 99 Hour Broker Course

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – July 1, 2010

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.